

NEREUS **RECEIVES THE 2023** ENTREPRENEURIAL COMPANY OF THE YEAR AWARD

Identified as best in class in the Latin American smart water metering industry

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Nereus excels in many of the criteria in digital transformation in the smart water metering market.

AWARD CRITERIA	
<i>Entrepreneurial Innovation</i>	<i>Customer Impact</i>
Market Disruption	Price/Performance Value
Competitive Differentiation	Customer Purchase Experience
Market Gaps	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Passionate Persistence	Brand Equity

A Rich History of Customer-centric Development

Founded in 2018 and headquartered in Santiago, Chile, Nereus provides industry-leading smart water metering solutions that are incredibly pressure-resistant and possess highly effective filters. These solutions are easy to install, built from environment-friendly materials, and secure against malicious manipulations.

“With industry-leading smart water metering solutions and unmatched customer support, Nereus facilitates user understanding of water monitoring’s critical role in ensuring environmental protection and individuals’ well-being.”

-Victoria Courtade
Industry Analyst

Frost & Sullivan recognizes the company's exceptional performance in the smart water metering market, surpassing its competitors by strategically utilizing its water and fluid measurement expertise. Moreover, Nereus has consistently maintained an outstanding reputation among its diverse user base spanning various industries.

Bringing Innovative Solutions to the Smart Water Metering Market

As water utility companies look for efficient tools for water quality monitoring to safeguard public health, from source to tap, they pave the way towards safe production and distribution of potable water. These companies constantly seek ways to improve water protection, mitigate risks to human well-being and the environment, ensure compliance with complex drinking water standards, and minimize their non-revenue

water levels and leakages. Simultaneously, these water utility clients need increased staffing to gather meter information across broad geographical areas. This situation leads to higher costs for estimating bills and frequently obtaining water meter data. Hence, water utilities require instruments to shorten the time spent reading meters to streamline their processes and enable staff to focus on other working activities, including providing safe and clean drinking water.

Nereus provides pressure-resistant water metering solutions that combine high quality, durability, and ease of use unmatched by the competition. The company allows its clients to incorporate different technological solutions related to remote water measurement from leading market providers. Specifically, its smart water solutions offer the following benefits:

- **Ease of use.** Users can easily install these solutions in inclined, horizontal, or vertical positions due to their excellent design and fully automatic manufacturing of each meter component. Additionally, automated manufacturing allows Nereus to offer clients any laser-printed barcode, logo, or individual identifying feature directly on the product's faceplate.
- **Resilience.** The company's smart water metering solutions are highly resistant to pressure, external magnetic fields, ultraviolet rays, and installation conditions as their body incorporates the latest generation of composite polymers with graphite, anti-hygroscopic, antifouling, and self-lubricating properties. Such a unique and durable structure guarantees the meter's long life and resistance to suspended particles.
- **Quality.** All production goes through rigorous hydraulic control at several points of the accuracy curve on test benches in compliance, adhering to International Organization for Standardization (ISO) standards for cold and hot potable water (such as ISO 4064-3 and ISO 4185).
- **Flexibility.** The company's solutions allow users to obtain remote meter readings using the Internet of Things, Adaptive Multi-Rate, and Advanced Metering Infrastructure instruments. They are also compatible with open networks such as low-power, wide-area networking, Lorawan, wireless M-Bus, and SigFox protocols.
- **Efficiency.** Nereus offers a wide range of solutions, from pure mechanical meters to innovative static meters providing advanced features such as leak detection alarms and flexible radio solutions for AMR and AMI. The solutions have varying measuring range ratio capabilities, from just R100 up to impressive R1000, offering flexibility, ease of use, and robust design.

Nereus's industry-leading smart water metering solutions allow customers to ensure live monitoring and meter efficiency, paving the way toward water quality, extended asset life, and adequate water flow operations. Frost & Sullivan finds that the company is well-positioned to capture the smart water metering market share in the future.

Offering Global Versatile Customer Support

Nereus provides its diverse customer base (e.g., water facilities in Latin America) with different resources on its website, including product documentation and critical consumer data. These resources allow users to acquire current information on its smart water metering solutions' essential advantages and features (e.g., pressure and online water quality monitoring).

The company offers exceptional service through its specialists with vast experience in smart water metering technology. Specifically, the company works with customers during the pre-and post-deployment journey, offering aid and guidance to achieve substantial cost savings, reduce NRW (non-revenue water) and minimize risk. To this end, the company's team supports clients with technical understanding to help them implement the right solutions and ensure no financial risks to their business.

With industry-leading smart water metering solutions and unmatched customer support, Nereus facilitates user understanding of water monitoring's critical role in ensuring environmental protection and individuals' well-being.

Ensuring Strong Partnerships

Since its inception, Nereus's sterling reputation and customer-centric framework have led to its coveted preferred partner status. Over the years, it added a range of new partners to its established base. Since 2018, the company has worked closely with various industry leaders such as Maddalena, Badger Meter, NWM, GWF, Diehl, and CAS Tecnologia, developing a unique ecosystem that complements each manufacturer's strengths and gaps. This approach allows Nereus to provide versatile smart water metering solutions per their client's requirements while combining each manufacturer's unique

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***-Maksym Beznosiuk
Best Practices Research Analyst***

functionalities. As a result, Nereus enables its users to generate a robust, efficient solution with state-of-the-art technology for measuring water and wastewater. The company's ability to tailor its offerings to meet customer needs precisely sets it apart and positions it favorably for future expansion.

Nereus worked with the main distribution channels across Chile, allowing them to penetrate the Chilean water utility market with various water and wastewater measurement products. The company plans to enter other vital Latin American markets,

including Mexico and Brazil, by adopting a vendor-agnostic system integrator approach. This strategy gives Nereus a significant advantage in gaining market share in these regions and throughout Latin America.

Frost & Sullivan believes Nereus is in a firm position to fill market gaps and address challenges by enabling users to optimize the efficiency of their water assets and achieve higher cost savings in compliance with environmental regulations. Above and beyond, the company is driving its next growth phase by stepping into 2023 with an increased customer base, capturing market share, and sustaining its leadership in the coming years.

Conclusion

Nereus is emerging as an undisputed leader in the smart water metering market in Latin America, offering cutting-edge solutions that empower clients to seamlessly monitor water resources while achieving substantial cost savings and operational efficiency. It distinguishes itself through exceptional attributes, showcasing unparalleled resistance, durability, efficiency, and connectivity, which sets the company apart.

By adopting customer-centric strategies, Nereus enhances its brand equity and solidifies its position as a frontrunner in the smart water metering market. These approaches prioritize meeting customer needs and further bolster Nereus's reputation as an industry trailblazer.

Nereus's outstanding achievements reaffirm its status as a creative force within the industry. With its strong overall performance, Nereus earns Frost & Sullivan's 2023 Latin American Entrepreneurial Company of the Year Award in the smart water metering market.

What You Need to Know about the Entrepreneurial Company of the Year Recognition

Frost & Sullivan's Entrepreneurial Company of the Year Award recognizes the best up-and-coming, potentially disruptive market participant.

Best Practices Award Analysis

For the Entrepreneurial Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Entrepreneurial Innovation

Market Disruption: Innovative new solutions have a genuine potential to disrupt the market, render current solutions obsolete, and shake up competition

Competitive Differentiation: Strong competitive market differentiators created through a deep understanding of current and emerging competition

Market Gaps: Solution satisfies the needs and opportunities that exist between customers' desired outcomes and their current market solutions

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Passionate Persistence: Tenacity enables the pursuit and achievement of seemingly insurmountable industry obstacles

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

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- Transformational Growth: Industry Leadership



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Analytical Perspectives:

- Mega Trend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

